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Title:

CORRELATING INFORMATION BETWEEN INTERNET AND CALL CENTER ENVIRONMENTS ;

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Inventor(s):

DANYLUK OLEH GEORGE (US); GRIPPO RONALD V (US); BROWN SANFORD SAMUEL (US) ;

Applicant(s): AT \_T CORP (US) ;

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ABSTRACT:

Coordination of information at the network-based level between call centers connectable over a telecommunications network, such as the telephone network, and a packet network, such as the Internet, creates improved integration of and bonding between a customer's interaction with a Web site and with a call center. Information about the customer and the customer's Web interaction are delivered to the call center agent along with the call, leading to increased productivity and efficiency in call handling as well as improved call routing. Calls may be routed to existing call centers based upon information from the Web experience, and information from the user's Web interaction is shared with the call center. Web interaction information is passed to existing call centers using known call center external control methods, such as DNIS signaling. Information about the Web experience may also be "whispered" to the call center agent, and an agent may "push" Web pages for review by the customer. As a result, customer acquisition and sales tools more powerful than a mere click-to-callback tool can be made available with a combined marketing approach using the Web and call centers.